

# Comparisons of Job Characteristics

**Focus Occupation: Real Estate Brokers (41-9021)**

**Associated Occupation: Real Estate Sales Agents (41-9022)**

[Compare Knowledge](#)

[Compare Skills](#)

[Compare Abilities](#)

[Compare Detailed Work Activities](#)

[Compare Tools and Technologies](#)

<<	Focus occupation element is much lower
<	Focus occupation element is lower
0	Focus occupation element is at a similar level
>	Focus occupation element is at a higher level
>>	Focus occupation element is at a much higher level

## Knowledge

Similarity of Focus Occupation to Associated Occupation: 94

**Focus Occupation: Real Estate Brokers (41-9021)**

**Associated Occupation: Real Estate Sales Agents (41-9022)**

Associated Occupation's Key Knowledge Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Customer and Personal Service	11.3	19.4	17.8	0	Current knowledge level may be sufficient
Sales and Marketing	5.2	18.8	17.8	0	Current knowledge level may be sufficient
Law and Government	5.9	11.4	11.6	0	Current knowledge level may be sufficient
Building and Construction	4.0	7.0	9.1	>	Current knowledge level is likely sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Skills

Similarity of Focus Occupation to Associated Occupation: 93

**Focus Occupation: Real Estate Brokers (41-9021)**

**Associated Occupation: Real Estate Sales Agents (41-9022)**

Associated Occupation's Key Skills Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Persuasion	7.4	13.5	11.9	<	A higher skill level may be required
Negotiation	6.8	13.2	11.2	<	A higher skill level may be required
Coordination	9.1	11.9	9.5	<	A higher skill level may be required
Social Perceptiveness	9.1	11.6	10.0	<	A higher skill level may be required
Service Orientation	7.9	11.1	10.2	0	Current skill level may be sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Abilities

Similarity of Focus Occupation to Associated Occupation: 89

**Focus Occupation: Real Estate Brokers (41-9021)**  
**Associated Occupation: Real Estate Sales Agents (41-9022)**

Associated Occupation's Key Abilities Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating		Evaluation of Focus Occupation
Oral Expression	12.4	13.9	14.4	0	Current ability level may be sufficient
Oral Comprehension	12.5	13.6	14.4	0	Current ability level may be sufficient
Written Comprehension	11.0	12.3	13.5	0	Current ability level may be sufficient
Speech Recognition	9.9	12.0	12.1	0	Current ability level may be sufficient
Near Vision	11.1	11.1	13.2	>	Current ability level is likely sufficient
Speech Clarity	10.2	11.1	10.1	0	Current ability level may be sufficient
Deductive Reasoning	10.6	10.6	11.4	0	Current ability level may be sufficient
Information Ordering	9.9	10.6	9.2	<	Some improvement in abilities may be required
Far Vision	7.8	10.1	4.6	<<	Extensive improvement in abilities may be required
Number Facility	6.3	8.3	4.4	<<	Extensive improvement in abilities may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Activities that Both Occupations Have in Common

Similarity of Focus Occupation to Associated Occupation: 100

**Focus Occupation: Real Estate Brokers (41-9021)**  
**Associated Occupation: Real Estate Sales Agents (41-9022)**

Work Activities	Exclusivity of Activity
Access media advertising services	75
Advise clients or customers	19
Analyze financial data	57
Appraise value of real estate	95
Arrange for financing	95
Arrange for title search	99
Arrange teleconference calls	78
Collect fees	77
Compute financial data	53
Develop property	99
Follow contract, property, or insurance laws	70
Inspect property	85
Maintain records, reports, or files	5
Maintain relationships with clients	95
Make presentations	13
Negotiate real estate sales or rental contracts	92
Obtain information from individuals	24
Schedule real estate closings	95
Sell real estate property to clients	95

Understand government real estate sales regulations	99
Use computers to enter, access or retrieve data	3
Use interpersonal communication techniques	10
Use knowledge of economic trends	77
Use knowledge of written communication in sales work	69
Use real estate terminology	95
Use sales techniques	75
Write business correspondence	58

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.

## Tools and Technologies that Both Occupations Have in Common

Similarity of Focus  
Occupation to Associated  
Occupation: 88

**Focus Occupation: Real Estate Brokers (41-9021)**

**Associated Occupation: Real Estate Sales Agents (41-9022)**

Tools and Technologies	Exclusivity
Business function specific software	1
Cameras	2
Computer printers	2
Computers	1
Content authoring and editing software	1
Data management and query software	1
Finance accounting and enterprise resource planning ERP software	2
Industry specific software	1
Information exchange software	1
Network applications software	1

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O\*NET (Occupation Information Network) data.